

Message Text

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PAGE 01 BONN 00965 201453Z

67

ACTION EUR-12

INFO OCT-01 EB-07 ISO-00 /020 W
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R 201447Z JAN 76
FM AMEMBASSY BONN
TO USDOC WASHDC
INFO SECSTATE WASHDC 5787

UNCLAS BONN 00965

E.O. 11652: N/A
TAGS, BFOL
SUBJECT: ADS FOLLOW-UP ON ADS - BACHARACH INSTRUMENT
CO., PITTSBURGH, PA.

REF: USDOC OM OF NOV.4, 1975, SAME SUBJECT
BONN 12434 OF AUG. 1, 75
BONN 11263 OF JULY 11, 75

FOLLOWING COMMENTS HAVE BEEN RECEIVED REGARDING THE 3
FIRMS LISTED IN BONN'S REFTELS:

1. HEYDEN & SON GMBH, RHEINE, WILL RESPOND TO U.S.
FIRM DIRECTLY. ADS REQUEST IS STILL UNDER CONSIDERATION
WITH ITS BRITISH PARENT FIRM, HEYDEN AND SON LTD.,
IN LONDON.
2. KONTRON TECHNIK GMBH, ECHING BEI MUENCHEN, IS STILL
NEGOTIATING. MR. KOCH OF SUBJECT U.S. FIRM WAS IN
MUNICH ON DECEMBER 1 VISITING ALL FIRMS AND WROTE TO
KONTRON LAST WEEK THAT THREE FIRMS ARE CONSIDERED FOR
THE FINAL SELECTION.
3. F. G. BODE & CO., HAMBURG 90, ORIGINALLY
INDICATED AN INTEREST IN EXPANDING ITS LINE OF GAS DE-
TECTING EQUIPMENT. IN OUR FOLLOW-UP MR. BODE STATED
THAT BACHARACH'S EQUIPMENT IS TOO HIGHLY SPECIALIZED FOR
HIS LINE. EQUIPMENT SI MILAR TO BACHARACH'S PRODUCTS IS
MANUFACTURED IN GERMANY BY A NUMBER OF DOMESTIC FIRMS,
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SELLING THEIR PRODUCTS DIRECTLY, WITHOUT THE USE OF

INTERMEDIARIES AND DISTRIBUTORS. TO
COMPETE SUCCESSFULLY WITH LOCAL MANUFACTURERS, WHO ARE
NOT ONLY WELL INTRODUCED BUT ALSO CAN OFFER THE USE OF
KNOW-HOW AND HIGHLY SKILLED TECHNICAL ADVICE AND SERVICE
FOR INSTALLATION AND MAINTENANCE, IS DIFFICULT.

SINCE WE COULD NOT LOCATE ANOTHER DISTRIBUTOR WE CON-
TACTED A MANUFACTURER, WHO ALSO IMPORTS AND DISTRIBUTES
COMPLEMENTARY EQUIPMENT:

DRAEGERWERKE AG
MOISLINGER ALLEE 53
2400 LUEBECK

CONTACT: HERR T. DRAEGER.

DRAEGERWERKE ALREADY REPRESENTS SEVERAL U.S. FIRMS
SUPPLYING BREATHING PROTECTION EQUIPMENT AND DIVING
APPARATUS. ITS MANUFACTURING PROGRAM, SIMILAR TO
BACHARACH'S, INCLUDES CO-WARNING INSTALLATIONS, METHANE
RECORDING INSTRUMENTS, METHANE TELEMETERS, DUST
MEASURING AND SAMPLING EQUIPMENT.

APPROVING OFFICER: GUSTAF COONTZ, COMMERCIAL COUNSELOR

HILLENBRAND

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Message Attributes

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Disposition Date: 01 JAN 1960
Disposition Event:
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Margaret P. Grafeld
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TAGS: BFOL
To: COM
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Markings: Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 04 MAY 2006